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CONFIDENTIAL CAPETOWN 0227

E.O. 11652: GDS

TAGS: EAIR, ETRD, SF

SUBJ: POSSIBLE SALE OF SIKORSKY S-65 HELICOPTERS TO

SOUTH AFRICAN FIRM

REF: CAPE TOWN 221

- 1. (BEGIN CONFIDENTIAL) COURT HELICOPTER'S GENERAL MANAGER,
 D. TODD, ACCOMPANIED BY AMCIT STEPHEN PERCY, MANAGER COMMERCIAL
 MARKETING, SIKORSKY AIRCRAFT, STRATFORD, CONNECTICUT
 CALLED ON ECON OFFICER FEBRUARY 26. THEY CAME TO EXPLAIN COURT
 HELICOPTER'S REASONS FOR INTEREST IN SIKORSKY S-65S, EXTENT TO
 WHICH DISCUSSIONS HAD PROGRESSED WITH SIKORSKY, AND TO INQUIRE
 WHETHER U.S. GOVERNMENT WOULD PERMIT SALE OF THIS HELICOPTER FOR
 PURPOSES OUTLINED IN SIKORSKY LETTER TO DEPARTMENT.
- 2. TODD EXPLAINED THAT HIS COMPANY HAS HAD EXTENSIVE NIGHT AND DAY EXPERIENCE WITH S-61 AND OTHER SIKORSKY HELICOPTERS (PURCHASED BY FORMER COURT LINE IN LONDON) AND BELIEVES IT HAS THE CAPABILITY TO OPERATE AND MAINTAIN THE MUCH LARGER S-65 WHICH WOULD BE REQUIRED TO TOW OR ASSIST DISABLED VLCCS AND PREVENT GROUNDING AND POLLUTION OF SOUTH AFRICAN COASTLINE. IF FURTHER STUDY OF PERFORMANCE AND TECHNICAL SPECIFICATIONS INSURES S-65 IS SUITCONFIDENTIAL

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ABLE, AND IF HELICOPTERS CAN BE SOLD TO COURT HELICOPTERS FOR

PURPOSE STATED, THE COMPANY WOULD THEN APPROACH MINISTRY OF TRANSPORT, WHICH HAS GOVERNMENT RESPONSIBILITY FOR POLLUTION CONTROL AND PREVENTION. HE SAID THE MINISTRY'S CURRENT EFFORTS IN THIS REGARD ARE LIMITED TO POLLUTION CONTROL SURFACE VESSELS OPERATED UNDER CONTRACT WITH SAFMARINE, AND TO PROGRAM BEING WORKED OUT WITH LOCAL OIL COMPANIES TO MINIMIZE POSSIBILITIES OF TANKER ACCIDENTS AND SPILLAGE. HE SAID CALTEX IS COORDINATING THIS PROGRAM AND COMPANIES ARE ANXIOUS TO MINIMIZE POLLUTION RISKS.

- 3. TODD INDICATED HE EXPECTED THE MINISTRY WOULD BE RECEPTIVE TO COURT COMPANY'S PROPOSAL BECAUSE OF GROWING SAG CONCERN THAT LARGE NUMBER OF LOADED CRUDE CARRIERS PASSING SOUTH AFRICAN COAST CARRIES INHERENT RISK OF ACCIDENT OR GROUNDING WITH PROBABILITY OF SERIOUS COASTLINE POLLUTION. IN THIS CONNECTION HE NOTED THAT ONLY RECENTLY ONE SUCH INCIDENT WAS AVOIDED WHEN COURT'S S-61 SIKORSKY DELIVERED REPLACEMENT TURBINE PARTS TO DISABLED TANKER NO MORE THAN THREE MILES OFF HOUT BAY NEAR CAPE TOWN. THIS DEMONSTRATED NEED FOR EXTENDING CAPABLE HELICOPTER SERVICE TO OTHER PORTS BEYOND REACH OF CAPE TOWN AND TO NEED FOR TOWING OR HOLDING CAPABILITY IN EVENT SHIP CANNOT IMWEDIATELY EFFECT REPAIRS WHEN DISABLED.
- 4. TODD EXPLAINED CHANGE IN DECISION TO PROCEED NOW RATHER THAN LATER WITH INQUIRY TO U.S. GOVERNMENT AS MATTER OF REALIZATION BY COURT HELICOPTER'S MANAGEMENT THAT IT DID NOT WANT TO DEVELOP FULL PROPOSAL FOR MINISTRY OF TRANSPORT ONLY TO LEARN AT LAST STAGE OF NEGOTIATIONS THAT APPROVAL FOR SIKORSKY SALE WAS NOT POSSIBLE. PERCY ADDED THAT THIS WAS REASON SIKORSKY HAD SOUGHT PRELIMINARY REVIEW AND APPROVAL FROM THE DEPARTMENT, SINCE UNITED AIRCRAFT WAS ALSO RELUCTANT TO COMMIT TIME AND MONEY TO PROJECTED SALE UNLESS THERE WAS LIKELIHOOD OF U.S.G. APPROVAL.
- 5. ECON OFFICER GAVE TODD LETTER CONTAINING SUBSTANCE PARA ONE ONLY AND QUESTIONS (A) THROUGH (F) OF PARA TWO IN STATE 36427 PLUS COMMERCIAL QUESTIONNAIRE FOR PREPARATION OF CURRENT WTDR. TODD DID NOT ANTICIPATE ANY DIFFICULTY IN PROVIDING INFORMATION AND ASSURANCES REQUESTED AND AGREED CONTACT US AGAIN AFTER REFERRAL TO COMPANY MANAGEMENT. (END CONFIDENTIAL) CONFIDENTIAL

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6. ACCORDING TO PRESS AND TRADE JOURNAL REPORTS, COURT LINE HELICOPTERS WAS TAKEN OVER BY LOCAL CONSORTIUM FOLLOWING COLLAPSE OF PARENT COMPANY IN U.K. ASIDE FROM CHANGE IN NAME, THE COMPANY CONTINUES TO OPERATE AS BEFORE, PROVIDING EXTENSIVE OFFSHORE AERIAL SUPPLY SERVICE TO PASSING SHIPS, PLUS LOCAL CHARTER SERVICE. COMPANY ALSO PROVIDES VOLUNTARY ASSISTANCE TO NATIONAL SEA RESCUE INSTITUTE. OWNERSHIP OF NEW COMPANY IS REPORTEDLY

SHARED BY MURRAY AND STEWART AND THE VAN ZYL FAMILY, HEADED BY J.J.M. VAN ZYL, FORMER CHAIRMAN OF THE COMPANY. NEW CHAIRMAN IS D.E. BAKER, MANAGING DIRECTOR OF MURRAY AND STEWART, LARGE CONSTRUCTION CONTRACTORS, WITH SHIP REPAIR INTERESTS AT CAPE TOWN AND OFFSHORE LAUNCH SERVICE, DIVING AND SALVAGE, AT CAPE TOWN, DURBAN AND PORT ELIZABETH. PARENT COMPANY IS MURRAY AND ROBERTS HOLDINGS LTD., JOHANNESBURG. GAMON

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